Fleet Automotive Support Initiative
Global Pre-Proposal Conference

16 July
2007

FASI-G Pre-Proposal Conference Agenda

- Remarks from the DSCC Commander (0900-0905)
- Vendor Responsibilities (0905-0910)
- FASI Global Goals (0910-0915)
- FASI “Top 5” Demand Breakout (0915-0920)
- Acquisition Particulars (0920-0935)
- Surge & Sustainment Requirements (0935-0945)
- Performance Metrics (0945-1000)
- Small Business Targets (1000-1010)
- Subcontracting Plan Requirements (1010-1020)
- Evaluation Factors (1020-1035)
- Milestones (1035-1040)
- Break (1040-1050)
- Vendor Questions (1050-1200)

FASI-G
Vendor Responsibilities

1. Forecasting
2. Parts Acquisition
3. Item Management
4. Storage/Warehouse Operations
5. Worldwide Distribution/Transportation
6. Supplier Management – maintaining sources of supply with an emphasis on expanding small business participation
7. Obsolescence Management
8. Dedicated Program Customer Service

FASI-G Goals

1. Vendor management of supplies
2. Reduced Government costs
3. Improved supply chain performance
4. Improved end-to-end supply chain visibility
5. Increased small business participation in supply of contracted items
6. Government & Industry partnering

FASI-G "Top 5" Demand Breakout

Customer	Number of REQNs	Number of NSNs	Average Unit Price	Average REQN Value	Value of REQNs ($M)
RR DEPOT, TEXARKANA, TX	5,092	650	$81	$4,491	$22.9
% of Column	0.23%	32.9%			4.3%
RR DEPOT, TEXARKANA, TX	3,347	586	$82	$6,649	$22.3
% of Column	0.2%	29.7%			4.2%
ANNISTON ARMY DEPOT, AL	3,173	429	$170	$5,740	$18.2
% of Column	0.1%	21.7%			3.4%
LETTERKENNY ARMY DEPOT, PA	6,621	470	$46	$2,127	$14.1
% of Column	0.3%	23.8%			2.6%
THTR DIST CTR, APO AE 09889	14,043	812	$58	$897	$12.6
% of Column	0.6%	41.1%			2.4%
Top 5 Totals	32,276	1,434	$73	$2,789	$90.0
% of Column	1.5%	72.6%			16.8%
ALL OTHER Customers	2,145,320	1,976	$67	$207	$444.8
% of Column	98.5%	100.0%			83.2%
OVERALL	**2,177,596**	**1,976**	**$67**	**$246**	**$534.83**

TASI-G Acquisition Particulars

- 10-Year Contract Term: 4-yr base period, three, 2-yr option periods
- $1.72B estimated 10-yr value: $172M annually ($95M unrestricted, $76M set-aside)
- Partial Small Business Set-Aside
  - 1,976 total NSNs: 1,246 unrestricted, 730 set-aside
- Offerors proposing on both portions MUST be submitted SEPERATELY and clearly identified on the outside of the package

FASI-G Acquisition Particulars

- All or None modified clause
  - In accordance with FAR 19.502-3(c)(2)(i), offers must be responsive on the non-set-aside portion to be considered on the set-aside
  - Responsiveness defined: price no less than 886 NSNs and provide good faith effort documentation of price requests (from two or more sources on competitive items/one for sole source) for the un-priced NSNs

TASL-G Surge & Sustainment

- Requirements identified starting on page 7 of RFP and tab three (3) of Section B spreadsheets
- S&S is in addition to normal peacetime deliveries – identified by 6000 CLIN series in DO
- Differs from typical surge requirements
  - Monthly Wartime Rate (MWR)
  - 30-day delivery required
- Capability Assessment Plan (CAP) must outline a plan to cover MWR
- May propose % above DVD price, if applicable
- May propose investment amount, if applicable

FASI-G
Performance Metrics

1. Backorder/On-Time Delivery
2. Requisition Fill-Rate (incentive/disincentive)
3. Small Business Report
4. Material Acceptance Rate
5. Stock-out and Potential Stock-out

   Metrics 1-5 above measured monthly

Additional reporting/reviews:

1. Transition Plan Progress Reports – submitted monthly during transition period
2. Program Management Reviews (PMRs) – occurs at least quarterly during base period and at least annually during option periods

FAST-G Performance Metrics cont'd

Fill Rate Metric: Incentive/Disincentive

- Measured monthly
- Measured based on ship date
  - Priority 01-03 IPG 1 1 Day
  - Priority 04-15 IPG 2 1 Day
  - Priority 04-15 IPG 3 3 Days
- 8 Performance Periods
  - Yearly with exception of PP1 (to accommodate transition)
  - Incentive earned for the performance period is applied to the next year's unit price
  - No incentive/disincentive applies to the final contract year/performance period
- See example on page 16 of RFP
  - Illustrates that incentive/disincentive is NOT compounded year to year

TASK-G Performance Metrics cont'd

- Awardee(s) will sign a Supply Chain Alliance (SCA) with DSCC
- As an SCA vendor, performance is monitored IAW Vendor Scorecard Metrics outlined and defined on page 10 of RFP
  - Some VSM consistent with existing metrics
    - Quality Score
    - Fill Rate
    - Socioeconomic reporting

FASI-G
Small Business Targets

- Following charts illustrate the targets outlined for FASI-G based on historical support
- Proposals meeting or exceeding these targets will be evaluated more favorably while proposals offering below these targets will be evaluated less favorably

FASI-G Unrestricted Small Business Targets

- **50%** total subcontracting dollars to be subcontracted to small business concerns;
- **8%** total subcontracting dollars to be subcontracted to veteran owned small business concerns;
- **1%** total subcontracting dollars to be subcontracted to service-disabled veteran-owned small business concerns with a 25% escalation each year, NTE 3% during the life of the contract;
- **9%** total subcontracting dollars to be subcontracted to HUBZone small business concerns;
- **6.5%** total subcontracting dollars to be subcontracted to 8(a) small business concerns;
- **6%** total subcontracting dollars to be subcontracted to small disadvantaged business concerns; and
- **2%** total subcontracting dollars to be subcontracted to women-owned small business concerns

FASI-G Set-Aside Small Business Targets

- **80%** total subcontracting dollars to be subcontracted to small business concerns;
- **3%** total subcontracting dollars to be subcontracted to veteran owned small business concerns;
- **1%** total subcontracting dollars to be subcontracted to service-disabled veteran-owned small business concerns with a 25% escalation each year, NTE 3% during the life of the contract;
- **3%** total subcontracting dollars to be subcontracted to HUBZone small business concerns;
- **.75%** total subcontracting dollars to be subcontracted to 8(a) small business concerns;
- **3%** total subcontracting dollars to be subcontracted to small disadvantaged business concerns; and
- **5%** total subcontracting dollars to be subcontracted to women-owned small business concerns

FASI-G Subcontracting Plan

- Large Business offerors: shall provide Subcontracting Plan in accordance with FAR 52.219-9
- Small Business offerors: shall provide a Subcontracting Plan-like document

FASI-G
Proposal Notes

- Page limit requirements shall not be exceeded for any/all proposal parts
- Proposals shall be submitted individually if offering on both portions (unrestricted & set-aside
  - Individual pricing CDs required as well

FASI-G
Evaluation Factors

- All evaluation factors, other than price, when combined are significantly more important than price. As other evaluation factors become more equal, the evaluated price becomes more important
- Although non-price factors are rated higher than price, competitive pricing remains a critical element in determining the awardee for FASI-G

FASI-G
Evaluation Factors

Other than price factors, ranked in descending order of importance:

1. Technical
   a. Delivery
   b. Business Management
      i. Implementation
      ii. Process
      iii. Information Technology
      iv. Quality Assurance
      v. Financial
2. Past Performance
3. Surge & Sustainment
4. Socioeconomic Support
5. DLA Mentoring Business Agreement (MBA) Program
6. Javits-Wagner-O'Day (JWOD) Program Support

The last (3) factors, when combined, are significantly less important than the first three factors, when combined

FASI-G Milestones

Task Name	Target Completion
Pre-Solicitation Conference	23-Feb-07
Documents to HQ DLA	17-May-07
DLA / OSD reviews and approvals (IARB)	06-Jun-07
Synopsis period	06-Jun-07 – 08-Jul-07
Solicitation closing	09-Jul-07 – 20-Aug-07
Evaluation / negotiation / reviews / site visits / # offerors / protests / congressionals	07-Sep-07
Award preparation and review	12-Oct-07
Congressional notification	02-Nov-07
Award date	31-Dec-07

Vendor Questions?

Vendor Q&A

Question: How are similar parts qualified for FASI-G? Who is the first Government agency to contact to start this process?

Answer: Vendors will have to submit an alternate offer in their proposal like an other requirement (see DLAD 52.217-9002). The action initiates with the Contracting Officer/Contract Specialist.

Vendor Q&A

Question: Are the current CCP locations and identified DODAACs staffed to receive deliveries on Saturday and Sunday (calendar day deliveries)? Are they staffed 24/7? If not, how will an acceptance delay affect the Vendor's metrics?

Answer: Yes. If there is a delay, vendor metrics will not be affected as the ship date is pulled for metric data.

Vendor Q&A

Question: What are the requirements and/or components of a Supply Chain Alliance (SCA)?

Answer: An SCA is a charter signed between the Government and Vendor to establish a formal relationship to outline continued and/or improved support to the customer (i.e., customer wait time, forecasting, ALT/PLT, product quality, etc.). A Joint Improvement Team is also established to address the aforementioned issues, establish goals, establish improvement plans, establish milestones for achievement, etc.

Vendor Q&A

Question: If spot buys have been removed from the solicitation, why are credit card purchases still allowable in the RFP?

Answer: Credit card use is still authorized if a customer orders outside the normal requisitioning procedures.

Vendor Q&A

Question: Does the 50% requirement (unrestricted portion) for subcontracting dollars to be subcontracted to small businesses include all categories? Or, is the total percentage of #1-#7, which equals 82.5% apply?

Answer: The 50% requirement includes all small business sub-categories.

Vendor Q&A

Question: Is EPA applied annually or to the base and option periods?

Answer: This may be negotiated and depends on how EPA use is proposed by a Vendor.

Vendor Q&A

Question: How is EPA calculated?

Answer: EPA is calculated IAW clause I16D01 of the RFP. The clause referenced PPI (Transportation Equipment) is utilized to determine the appropriate % increase on the unit price, not to exceed 10%.

Vendor Q&A

Question: Will the current FASI program and FASI Global overlap? If so, what will determine which program receives orders?

Answer: The current FASI program is in its final option period. The Government shall honor the minimum requirement of that contract, anticipated to be met by end of CY07. This vehicle shall be utilized until successful implementation of the FASI-G Vendor(s).

Vendor Q&A

Question: In Section C, 6.0, the database at a minimum shall include... #4 Inventory – levels and value (to include closing inventory value). Does this closing inventory value refer to a daily value, weekly value, etc.?

Answer: A daily closing inventory value shall be provided in the database.

Vendor Q&A

Question: Is the Government willing to buy the excess or unused inventory at the end of the contract if the Vendor is unsuccessful in selling the inventory to the commercial marketplace or any successor?

Answer: No. The Government buy-back provision as stated in the RFI has been removed—and is not part of the solicitation.

Vendor Q&A

Question: In reference to the All or None, Sec B, para 2 and Sec L Vol.I(a) contradict each other in that the first paragraph states that at least 71% of the items need to be prices as long as the offeror demonstrates a good faith effort to obtain a price quote while the second paragraph states that failure to submit a price for all NSNs may result in an unacceptable proposal.

Vendor Q&A

Answer: Sec L Vol.I(a) states: Failure to submit a price for each NSN, in accordance with the All or None provision of the solicitation, may result in an unacceptable price proposal and thus, the offeror may not be considered for award. The All or None provision referenced in this statement is the All or None as noted in Section B (i.e., at least 71%...)

Vendor Q&A

Question: Based on the provided attachment for CLIN 0002 pricing, is this CLIN 0002 in support of Surge & Sustainment? Does every NSN we big against CLIN 0001 require a quantity break bid?

Answer: CLIN 0002 is for quantity price breaks. CLIN 0003 is for S&S pricing. All CLIN 0001 priced NSNs shall have a quantity price break bid in CLIN 0002 to accommodate the potential for volume deliveries.

Vendor Q&A

Question: When does the clock start and stop on received requisitions? i.e., after 4PM starts next day?

Answer: Receipt to the vendor is based on the day, time of day does not change the delivery timeframe.

Vendor Q&A

Question: Please clarify that the surge requirement is a single 30-day demand (similar to the original surge requirement in the RFI being for a 6-month period) or if this surge plan must address indefinite monthly demand at the surge level?

Answer: Surge is not a single 30-day demand. The quantities listed in the S&S requirement represent the MWR that may be required every 30 days throughout a contingency(ies).

Vendor Q&A

Question: Please clarify the intent of CLIN 6000 and surge pricing.

Answer: CLIN 6000 is utilized to identify surge requirements. Vendors may submit a % above the proposed unit price in order sustain the increased production and delivery pace throughout a contingency(ies). If a Vendor does not have an additional charge for S&S % increase or investment, the spreadsheet may be left blank or input N/A in the sheet as appropriate.

Vendor Q&A

Question: Please confirm that RFID passive tags are required as a part of this contract, as stated on page 25, as it is not invoked elsewhere or referenced in the packaging requirements on page 23.

Answer: RFID as stated on page 25 (clause D11B03) is required.

Vendor Q&A

Question: What percentage of restricted (set-aside) NSNs must offerors price to demonstrate responsiveness?

Answer: 100%; all 730 NSNs

Vendor Q&A

Question: Schedule B CLIN 0001 (both restricted and unrestricted) does not include rows for out-year pricing or economic price adjustments. Should offeror add appropriate rows?

Answer: No changes to the spreadsheet format shall occur. No out-year pricing is requested as the EPA as stated at I16D01 will apply to out-year pricing.

Vendor Q&A

Question: Is the 270-day implementation phase to be considered by offerors as part of the base year?

Answer: Yes, it is part of the base period.

Question: Where is the cost of the implementation phase to be included in offerors pricing proposal?

Answer: There is no separate pricing to be submitted for implementation. Vendors should calculate these costs into their CLIN 0001 pricing.

Vendor Q&A

Question: Is the Vendor's delivery requirements to CONUS locations limited to major installation receiving areas or is it broader, to include individual DODAAC locations?

Answer: Individual DODAACs will be supported.

Vendor Q&A

Unanswered questions...

- Responses posted to FASI Global website, http://www.dscc.dla.mil/offices/land/fasiglobal.html
  the week of 23 July 2007